

# Practical Coaching for Win-Win Outcomes

## Unlocking People's Potential



Inspire, encourage, challenge!

### Rewards of coaching

Effective coaching leads to win-win outcomes. Some of the benefits include: improved problem solving, more creative ideas, stronger relationships, increased accountability, and less micro-managing. Improving your coaching skills enables you to improve morale, communicate openly, and encourage your employees to reach their potential.

### Who should attend

This program is tailored to meet the needs of supervisors and managers who have received little or no formal training in coaching. **Practical Coaching** enables managers to expand their roles and build supportive relationships that bring out the best in people.

### What you will learn

Much of coaching is a communication process that can produce multiple benefits. Are your employees actively involved in making decisions and solving problems? Are they inspired to achieve goals and take on new tasks? When your employees feel valued and appreciated, they will work harder to make positive differences in the company. In this dynamic program, you will learn how to:

- ◆ identify coaching opportunities
- ◆ use a three-step coaching process to coach for ownership
- ◆ give day-to-day constructive feedback
- ◆ redirect poor performance

### Program format

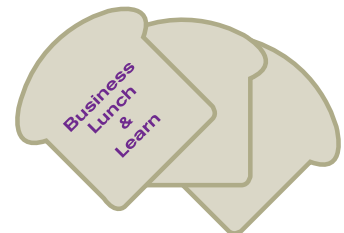
**Practical Coaching for Win-Win Outcomes** is a two-hour program where participants learn valuable tools and skills to inspire, encourage, and challenge. The program includes handouts, short role-playing exercises, and an action plan for putting new skills to work. A video program is optional.

### To register, contact:

Name  
Title  
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E-mail

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